

Message Text

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41

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 INT-05 L-03 /028 W

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R 051245Z FEB 76

FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC 5512

LIMITED OFFICIAL USE BELGRADE 785

E.O. 11652: NA

TAGS: BEXP EFIN YO

SUBJ: KOSOVO THERMAL POWER PROJECT

REF: BELGRADE 340, BELGRADE 689

1. YUGOSLAWS WILL VISIT THE U.S. IN TWO GROUPS FOR DISCUSSIONS ON KOSOVO THERMAL POWER PROJECT. FIRST GROUP WOULD ARRIVE IN PITTSBURGH LATE FEB 8 FOR WEEK-LONG DISCUSSIONS WITH WESTINGHOUSE, BABCOCK & WILCOX ON SCOPE OF DELIVERY, PRICE, BREAKDOWN OF COSTS, ESCALATION CLAUSE, WARRANTY, AND FINANCIAL CONDITIONS. GROUP WILL CONSIST OF : GENERAL DIRECTOR SURLA, PROJECT MANAGER KADOVIC, AND FINANCIAL DIRECTOR UKMATA OF RMHK KOSOVO; DEPARTMENT CHIEF SAVIC AND DIVISION MANAGER RADOSAVLJEVIC OF IMPORTING AGENT INVEST-IMPORT; MR. DRAGANOVIC OF WESTINGHOUSE AGENT PROGRES; DIVISION CHIEF FOR STEAM POWER MANDIC OF ENGINEERING ENTERPRISE ENERGOPROJEKT; AND DIRECTOR KOVACEVIC OF ENTERPRISE PROGRES-INVEST. ENERGOPROJEKT AND PROGRES-INVEST ARE SERVING AS CONSULTANTS AND WILL PERFORM CIVIL WORKS.

2. ON FEB 15 ABOVE GROUP WILL BE JOINTED BY FOLLOWING TOP EXECUTIVES: DIRECTOR GENERAL BERISA OF RMHK KOSOVO; ACTING DIRECTOR GENERAL KOSTIC OF PROGRES; DIRECTOR GENERAL KRUNIC OF INVEST-IMPORT; DIRECTOR GENERAL OPACIC OF PROGRES-INVEST; DIRECTOR ILIC OF JUGOBANKA; AND DIRECTOR SAPUNDZIJA OF KOSOVSKA BANKA.

3. GROUP WILL REQUEST APPOINTMENT WITH EXIMBANK BETWEEN FEB 17 AND 20. WESTINGHOUSE WILL INFORM EXIMBANK EXACT
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DATE WHEN ITINERARY IN U.S. GELS.

4. COMMENT: COMPOSITION AND NUMBER OF YUGOSLAV GROUP
REFLECTS SERIOUS INTEREST IN U.S. FIRMS OFFER. WE UNDER-
STAND HOWEVER THAT WESTINGHOUSE/BABCOCK-WILCOX ARE A LONG WAY
FROM REACHING AGREEMENT ON COMMERCIAL TERMS AND THAT YUGOSLAVS
HAVING PROBLEMS WITH FINANCIAL PACKAGE. YUGOSLAVS REPORTEDLY
CONTINUE TO REMAIN IN CLOSE CONTACT WITH FRENCH SUPPLIERS.
SWEITZER

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Message Attributes

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Margaret P. Grafeld
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